

The New “All Small Mentor-Protégé Program”

The Office of Government Contracting & Business Development

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Virtual Resource Partner Conference*

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U.S. Small Business Administration

The concept of Mentor-Protégé Relationships in the Federal Space

- Designed to enhance the capabilities of Protégé firms by requiring approved Mentors to provide business development assistance to:
 - Improve the Protégés capacity to successfully compete for federal contracts
 - Learn new and improved business practices
 - Explore export readiness for international trade and contracts
- Other Federal Agencies (11); SBA authority

Background

- Authorization - 2010 Jobs Act and 2013 NDAA
 - SBA had a well-established mentor protégé program for SBA 8(a) certified firms; but lacked an MPP program for other small business concerns and specifically, one for specialized certified concerns such as WOSB, SDVOB, & HubZone
- Final Rule Published July 25, 2016
- Effective Date: August 24, 2016
- Official Launch Date: October 1, 2016

Background Cont'd

- Created the All Small Mentor Protégé Program (ASMPP) & One program vs. 4
- Revised rules for the current 8(a) Program, to streamline and make consistent with the new ASMPP
- Clarified definitions i.e. joint venture agreements

Mentor Services to Protégés

- **Management & Technical Assistance** (internal business management systems)
- **Financial Assistance** (in the form of equity investments and/or loans)
- **Contracting Assistance** (contracting processes, capabilities acquisitions & performance)
- **Trade Education** (learn how to export, International Trade business plan, finding markets)
- **Business Development Assistance** (strategy, finding contracting and partnership opportunities)
- **General and/or Administrative Assistance** (business processes and support)

Program Administration

- Central HQ opposed to 8(a) distributive model
- Online Application – certify.sba.gov
- Online course tutorial requirement
- Annual Review and Evaluation
- Template agreements i.e. MPA
- Volume unknown at this point

ASMPP Highlights

Description

Protégé may generally only have one Mentor at a time; SBA may approve a second where no competition exists/new NAICS/new Mentor skills; Two maximum.

Both Protégé and Mentor must be for-profit (with exception of Protégé being agriculture cooperative).

Mentor – no more than 3 Protégés at same time (not lifetime).

A participant can be both a Protégé and Mentor at the same time, if no competition or conflict.

Self-certifying; small in size standard corresponding to primary NAICS; or seeking BD assistance in a secondary NAICS and qualify as small. (SAM.gov) If redetermination letter to affirmative, they qualify.

SBA will not authorize MPAs in second NAICS in which firm has never performed any work; or where firm would only bring status as “small” to Mentor and nothing else.

Existing 8(a) firms in last 6 months of the 8(a) program wishing to transfer the MPA to ALL Small – online application (coordinating with 8(a) office to fine tune process) – no reapplication required

Requiring upload of Business Plan; no financial statements or tax returns as part of application process.

JV Agreements: ASMPP – will not review and approve Joint Venture agreements

Marketing Approach

- “Soft Launch” October 1
- SBA webpage
<https://www.sba.gov/allsmallmpp.gov>
- SBA Help Desk
- FAQs, Factsheets, – customized for stakeholders
(federal contracting officers, District Offices, Resource Partners, Industry)



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About SBA

What is Government Contracting?

Overview
SBA's Role in Government Contracting
Your Responsibilities as a Contractor

Finding Government Customers

Contracting Resources for Small Businesses
Subcontracting
See Agency Small Business Scorecards

Resources for Small Businesses

Government Contracting Classroom
Commercial Market Representatives
Procurement Center Representatives
Certificates of Competency
Report Fraud

Getting Started as a Contractor

Qualifying as a Small Business
Determine Your NAICS Code
Make Sure You Meet SBA Size Standards
Get a D-U-N-S Number
Register for Government Contracting

Government Contracting Programs


What is a Small Business Set Aside?
Women-Owned Small Businesses
8(a) Business Development
HUBZone Program
Service-Disabled Veterans
Small Disadvantaged Businesses
All Small Mentor-Protege Program

For Contracting Officials



SBA works with
Federal agencies to
*help small businesses
win government
contracts*


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All Small Mentor Protégé Program

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Obtaining a D-U-N-S Number ▶

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Contracting

Video: Sell to the Government ▶

Qualify for Government Contracts ▶

Government Contracting Blogs ▶

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Contracting

- ▶ What is Government Contracting?
- ▶ Getting Started as a Contractor
- ▶ Finding Government Customers
- ▶ Resources for Small Businesses
- ▼ Government Contracting Programs
 - What is a Small Business Set Aside?
 - ▶ Women-Owned Small Businesses

All Small Mentor-Protégé Program

This new program was established to develop strong protégé firms through mentor-provided business development assistance, and to help protégés successfully compete for government contracts. The SBA will begin accepting applications for this program on October 1, 2016.

About the All Small Mentor-Protégé Program

Learn how the All Small Mentor-Protégé Program can help take your small business to the next level.

Eligibility Requirements


Find out about eligibility requirements for mentors and protégés, and the content of the agreements required to participate in the program.

How to Apply

Information on the online application for the All Small Mentor-Protégé program.

- Began accepting applications October 1, 2016.
- Applications must be submitted via certify.sba.gov. No paper applications are accepted.

Website: <https://www.sba.gov/allsmallmpp>



U.S. Small Business Administration

How To Apply

- Applicants are required to register in the [System for Award Management \(SAM\)](#) prior to submitting their Mentor/Protégé application.
- Complete your business profile in [Certify.SBA.gov](#).
- Evaluate and select your Mentor prior to applying. This is not a matching program. SBA will not find a Mentor for you.
- Begin the ASMPP application process.
- Protégés and Mentors must complete the online tutorial and have certificate of completion ready for upload.
- Have required documents ready for upload.

Certify.SBA.Gov

certify.SBA.gov

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Welcome to certify.SBA.gov

The U.S. Small Business Administration (SBA) is working to modernize the application process for federal contracting programs. Manage your application and eligibility documentation for the WOSB and All Small Mentor-Protégé programs online from our easy-to-use dashboard. **Get started today!**

Login

Or

Get started

[Federal government employees:](#)
Login or create an account

New Features

Experience a unified SBA contracting program certification process and complete SBA forms directly online. Upload and manage your documents across multiple programs and receive email notifications such as expiration and renewal notices.

Am I Eligible?

Answer a few questions to discover if your company should pursue participation in SBA's contracting programs. Are you eligible to join the Woman Owned Small Business (WOSB) Program, HUBZone Program, or 8(a) Business Development Program? [Find out](#)

Upcoming Activities

New programs will soon be incorporated onto certify.SBA.gov including the 8(a) Business Development Program (Winter 2017), HUBZone Program (Spring 2017) and Dynamic Small Business Search (DSBS) (Summer 2017).

Currently, this website is available for the Women-Owned Small Business (WOSB) and All Small Mentor








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Media Type	Title	Description	View Details
 FEATURED	SBA's All Small Mentor-Protégé Program	This tutorial is designed to help you answer the question, "Is SBA's All Small Mentor-Protégé Program a good fit for my business?" You will be provided relevant details to inform the answer to...	GO TO COURSE ▶
 FEATURED	Taking Your High-Tech Product to Market	Your product or service is on the cutting edge of technology, a game changer. Now you need to find the best way to get your breakthrough to market. This course will introduce you to the product...	GO TO COURSE ▶
 FEATURED	Understanding Your Customer	Knowing your customer is a vital part of effectively selling your product or service. This course will introduce you to tools and resources that will help you understand your customer and increase...	GO TO COURSE ▶

Help from Resource Partners

- **Counseling and Guidance** - Is this program opportunity right for my small business? Am I ready to sell to the government?
 - Evaluating form templates such as JV agreements and MPA agreements
 - Assisting SBs in managing MPAs and JVs (8a vs. ASMPP approach)
- **Collaborating with District Offices**
 - Business Opportunity Specialists
 - Directing customers to SBA web page for details
- **Ongoing Feedback to Central ASMPP Office**
- **Mailbox: AllSmallMpp@sba.gov**